

**YANGON UNIVERSITY OF ECONOMICS
DEPARTMENT OF COMMERCE
MASTER OF BANKING AND FINANCE PROGRAMME**

**DETERMINANTS OF RETIREMENT SAVING BEHAVIOR
(A CASE STUDY IN HALING TOWNSHIP)**

**THET THET WAI
MBF (DAY) 1st BATCH**

DECEMBER, 2019

Determinants of Retirement Saving Behavior
(A Case Study in Haling Township)

**A thesis submitted as a partial fulfillment towards the requirements for the
Degree of Master of Banking and Finance Programme**

Supervised By:

Daw Yee Yee Thein
Associate Professor
Department of Commerce
Yangon University of Economics

Submitted By:

Thet Thet Wai
Roll No -72
MBF 1st Batch(DAY)

ABSTRACT

Despite the fact that there are many research papers on determinants of saving behavior, there are extremely limited number of studies that focus on retirees. This study aim to identify the saving behavior of people after retirement and explore the influencing factors on retirement saving behavior. Therefore, the determinants of saving behavior among the retirement in Hlaing Township (MEB Kamayut Branch) are used in this study. In this study, 150 respondents are selected with simple random method and survey questionnaires are collected in June 2019. To explore the factors influencing, there are five determinants of saving behavior which is Lifespan Uncertainty, Intentional Bequest Motive, Health Status, Self Control and Donation. According to the finding of the study, all the five determinants of saving behavior have positive relationship with saving behavior. Furthermore, Lifespan Uncertainty has the greatest impact on saving behavior of retirement. In other word, Lifespan Uncertainty is the most important influencing factors to save money. In practice, this research can contribute to retail bank in designing and developing financial products or service which suits the needs and preference of retirees so as to match or achieve their expectation. Moreover, The finding of the study has also enlighten policy makers in educating and motivating the retirees on life span uncertainty which will ultimately make retirees to save more.

ACKNOWLEDGEMENTS

First and foremost, I would like to deeply acknowledge to Rector, Prof. Dr Tin Win., Yangon University of Economics for their kind permissions to give me the opportunity to write this thesis. I wish to extend deep thanks to Prof. Dr. Daw Soe Thu, Program Director of MBF and Head of Department of Commerce, Yangon University of Economics for her encouragement and support to finish this research in time.

I am deeply thankful to Daw Yee Yee Thein, my supervisor and Associate Professor of MBF and Department of Commerce for giving me a time and beneficial opportunity as her candidate, and sharing her precious experiences, kind supervision, stimulating suggestion and invaluable advice in writing this research paper. Without her guidance and help, I will not accomplish this task.

Again, I surely cannot leave from this acknowledgement to all the teacher in the board of examiners who guide in composing chapters to be smooth and systematic thesis. The people who should not forget to thank are the people from the admin section of the Master of Banking and Finance (MBF) Programme. They have a lot of knowledge about what difficulties are there in the ongoing process of writing thesis and because of their advices we easily pass these difficulties.

I would like to thank all the members of Myanmar Economic Bank for accepting me to give an opportunity to study about the retirement saving behavior and give required knowledge, information and necessity data. Moreover, I really appreciate the departmental general manager of Myanmar Economic Bank (Kamayut Branch) in Yangon for being extremely coordinated me throughout my thesis.

Last and most importantly, I wish to say thanks to all my friends and colleagues for the support, contribution and encouragement during the two years of study and in accomplishing this thesis.

CONTENTS

	Page
ABSTRACT	i
ACKNOWLEDGEMENTS	ii
TABLE OF CONTENTS	iii
LIST OF TABLES	v
LIST OF FIGURES	vi
CHAPTER I INTRODUCTION	1
1.1 Rationale of the Study	3
1.2 Objective of the Study	4
1.3 Scope and Method of the Study	4
1.4 Organization of the Study	5
CHAPTER II THEORETICAL BACKGROUND	6
2.1 Definition of Saving	6
2.2 Life Cycle Hypothesis	7
2.3 Influencing Factors on Saving Behavior	7
2.6 Conceptual Framework of the Study	12
CHAPTER III PROFILE OF RESPONDENTS IN HLAING TOWNSHIP	13
3.1 Demographic Profile of Respondents	13
3.2 Respondent's Profile relevant with Saving Behavior	17
3.3 Saving Modes of Pensioner	20
CHAPTER IV DETERMINANT OF THE SAVING BEHAVIOR OF RETIRED PERSON IN HLAING TOWNSHIP	21
4.1 Research Design	21
4.2 Correlation Analysis on Influencing factors of Saving Behavior and Multiconlinearity	27

CHAPTER V	CONCLUSION	29
5.1	Finding	29
5.2	Suggestion and Recommendation	29
5.3	Needs for Future Research	30
REFERENCES		31
APPENDIX		32

LIST OF TABLE

Table No.	Title	Page
3.1	Respondents by Gender	14
3.2	Respondents by Age	15
3.3	Respondents by Marital Status	16
3.4	Respondents by Education Level	17
3.5	Respondents by Retired Position	18
3.6	Respondents by Current Employment	19
3.7	Respondents by Housing Status	20
3.8	Respondents by Family Size	21
3.9	Respondents by Monthly Income Level	22
3.10	Respondents by Monthly Saving Amount	23
4.1	Central Tendency Level for Lifespan Uncertainty	26
4.2	Perception of Central Tendency Level for Retirees Intention Bequest Motive	26
4.3	Perception of Central Tendency Level for Health Status	26
4.4	Perception of Central Tendency Level for Self Control	28
4.5	Perception of Central Tendency Level for Donation	29
4.6	Over All Mean Scores of Influencing Factors	29
4.7	Perception of Central Tendency Level for Saving Behavior	30
4.8	Pearson Correlation Analysis of Determinants of Saving Behavior And Pearson Correlation of Determinants	31
4.9	Correlation Analysis on Influencing Factors	32

LIST OF FIGURES

Table No.	Title	Page
2.1	Conceptual Framework of the Study	13
3.1	Pie Chart for Respondent's Gender	15
3.2	Pie Chart for Respondent's Age Group	16
3.3	Pie Chart for Respondent's Material Status	17

LIST OF ABBREVIATION AND ACRONYM

MEB	Myanmar Economic Bank
LCH	Life Cycle Hypothesis
ROSCA	Rotating Savings and Credit Association
ASCA	Accumulated Savings and Credit Association
AHEAD	Assets and Health Dynamic
HRS	Health and Retirement Survey
MMK	Myanmar Kyat

CHAPTER I

INTRODUCTION

Saving is the proportion of income not spent on current expenditure but keep it to use in the future. It is vital for individual and ultimately for the country. It plays an importance role in any economy and its role is important at different level.

Savings are done by three 'entities' in the economy. They are individuals, companies and government.

Individual save essentially for two reasons: to cover future expenses and for retirement. If individual fail to save sufficiently to cover future expenses, unexpected events in one's life could become large financial burden.

A pension is the payment a person receives upon retirement, usually under predetermined legal or contractual terms. A recipient of a retirement plan is known as pensioner or retiree. Each country around the world develops its own pension system. The pension pillar format is outlined by the World Bank in 2005 and which has been adopted by many countries. The goal of the five-pillar system is to separate the major objectives of pension plans.

In most European counties, the pension system includes three pillars: The state pension(provides basic income linked to the percentage of statutory minimum wage), The supplementary work-related pensions(administered by a pension fund or an insurance company and financed from contributions the employer and members of the scheme paid in the past and from the return on the investment of these contribution) and the private pension products that each person can arrange for him/herself and buy at insurance companies or banks.

In United State of America, retirement plans replace income upon retirement. These plans may be set up by employer, insurance companies, trade union, the governments or other institutions. They are classified as defined benefit plans or defined contribution plans.

The former pays benefits from using a specific formula that typically factors in final pay and service with an employer. It could be funded from the trust funds which employer and participants are invested into or unfunded which benefits to be paid are met immediately by contribution to the plan or by general assets. Social security is an

example and is being paid directly out of current taxes and social security contributions.

By contrast, the latter one has an account for each participant. The accrued benefit from such a plan is solely attributable to contributions made into an individual account and investment gains on those funds, less any losses and expense charges. Participant is responsible for selecting the investment toward which the funds in the retirement plan is allocated. Money contributed can be from employee salary deferral, employer contributions, or employer matching contributions. Upon retirement, the participant's account is used to provide retirement benefits.

In Myanmar, only the state reward "Pension and Gratuity" as the benefits of retirement to the civil servants, permanent employees of state boards, state corporations and municipal authorizes and armed forces personals. Department of Pension under the Ministry of Planning and Finance is undertaking in rewarding the benefits of retirement. All pensioners have an account at MEB Bank and pension salary is deposited to their account each month. The current pension scheme is a non-contributory and unfunded defined benefit plan based on a formula that provides a pension worth 50 percent of final salary for a worker who spends 35 years in the civil service. The workers from formal private sectors are covered by a contributory social security scheme which included superannuation benefits (i.e. old-age saving scheme).

Although there is still a huge gap between pension system and pension funding procedure of other developed countries and Myanmar, the principle objective of them is the same which is to give support after the retirement of the employees. Saving in a simple definition is 'the excess of income over all expenditure', where the expenditures are also mentioned as consumption, which is life contributions and insurance (if any), and the saving behavior is the money keeping activity after they use it for their own wealth (Denton, Fretz, & Spencer, 2011). There are many aspects that related to the saving behavior.

In every country, saving plays a major role of economic. The more amount of saving in the banks means the more investment loan the enterprise could take which ultimately support the process of developing the nation and improve the welfare of its citizens.

In view of the social security purposes, the long-term perspective of investment, and the considerable size of these actors in the global capital markets, the

pension funds now constitute a category of investors vital to the growth of modern economies.

In fact, they contribute to increase the size of financial markets (it helps to increase the capitalization of financial markets) and also to increase efficiency (it improves the international diversification of private savings portfolio) and improve the governance of companies they invest in, exerting political activism, because it implies the involvement of investors in the management of investing companies.

In Myanmar, the pensioners are having the gradual income from the pension system and most of them are also receiving income from other sources. The questions arose are, whether they are making enough money to save and they are having a good saving behavior or not. Moreover, it is beneficial to know that to which degree saving is affecting the lives of retirees.

1.1 Rationale of the Study

In the process of economic growth and development of a country, saving is one of the key aspects to it. Saving encourages investment that triggers the economic growth of one country. According to Harrod (1939) and Domar (1946), the speed of economic growth is determined by the ability to save because high savings rate will drive up the rate of investment and consequently simulate economic growth. Since saving leads to a long run economic growth, the increases of it will eventually affect the capital accumulation.

In the United State, more than one-third of total wealth is held by households whose heads over age 65 (Wolff, 2004). In a developing country like Myanmar, there is a significant amount of saving of the pensioners as well.

For the pensioners, saving plays crucial role in the course of their remaining life time. It is important to ensure that their saving outlive their life time. Since, it is an essential part of their life, it is important to know their capability to save. On contrary to the fact that Myanmar is one of the least development countries in the world, the people are one of the most generous among other nations. Generally, one of the wishes most pensioners have is to make lump sum donation which makes saving more important.

Precautionary savings for illness is an important motive for retirees to save. The amount of risk elderly face in case of illness depends of the coverage of health

insurance and availability of social insurance programs. In Myanmar, the private health insurance programs are not popular and people tend to use their own saving instead. It is interesting to know if the amount of saving typically decline after retirement. Despite previous researches, this deceptively simple question has remained controversial. Previous investigators seem evenly divided on the issue of whether elderly individuals save or dissave.

Nowadays, Myanmar government is promoting people to save more in order to strengthen the growth of the country. In the matter of pensioners, recent increment in the amount of pension salary enhances the ability to save more to a limited extent. As a result, it is necessary to study which factors motivate pensioners to save more and to which degree and ultimately encourage studying this paper.

1.2 Objectives of the Study

The objectives of the study are as followed;

- 1) To examine the saving behavior of the pensioners in Myanmar.
- 2) To analyze the influencing factors of the saving behavior of the retirees in Myanmar Economics Bank.

1.3 Scope and Method of Study

According to the pension department of Ministry of Planning and Finance, Myanmar, there are 404,438 pensioners in 2016-2017 fiscal years. About 50 percent of them in Yangon. There are 15,583 pensioners at MEB, Kamaryut branch in Hlaing Township which is about 8 percent of total. The scope of this study tries to cover the Saving Behavior of retirees in MEB Kamaryut Branch. Therefore, the total sample size will be 150 which is 10 percent of 15,583 pensioners at this location with both gender types and difference educational background.

The method of study is based on primary data in terms of quantitative survey type. The primary data is collected from sample respondents by survey using structured questionnaire. For the sake of convenience of the elderly, the survey data is collected at their home or other places in accordance with their requirements. The secondary data is obtained from Labor department of Ministry of planning and finance, internet and previous study. The data is analyzed afterward and displayed in descriptive form.

1.4 Organization of the Study

This study includes five chapters. Chapter I provide the overall concept of this study which includes introduction, the rationale of the study, objectives of the study, Scope and Method of the study and organization of the study. Subsequently, chapter II discusses the past empirical studies and theoretical frameworks that are relevant to this topic, the proposed conceptual framework formed for the study. Meanwhile, chapter III describes the profile of the demographic factors of the respondents while chapter IV would be the presentation of data analysis results obtained via SPSS analyses. Finally, the chapter V provides summarization on all the descriptive and inferential analyses stated in the previous chapters, justify the major findings and implications of the study and concludes with the limitations of study as well as recommendations for future research.

CHAPTER II

THEORACTICAL BACKGROUND OF SAVING BEHAVIOUR

This chapter explains the theory applied for the research and discover how each dependent variable affects the independent variable by viewing past literatures related to the topic . This chapter also includes a proposed conceptual framework developed for the research objective. Studying saving behavior especially on the retirees in Myanmar is informative because of very different institutional background compared to other countries.

2.1 Definition of Saving and Saving Behavior

The word “saving” contained broad-based meaning and numerous explanations. It was clarified by Keynes (1936) as the excess of income over what is spent on consumption. In details, saving can be defined as a portion of disposal income which is excess after consumption.

Ahmed (2002) put it in a simple language as “ putting money aside for future use”. He argues that saving is the result of careful management of income and expenditure, so that there is something left to be put aside for future use. Saving also involves reducing expenditures, such as recurring costs. In terms of personal finance, saving generally specifies low- risk preservation of money, as in a deposit account, versus investment, wherein risk is higher in economics more broadly, it refers to any income not used for immediate consumption.

In economic contexts, saving is defined as the residual income after deducting current consumption over a certain period of time (Browning & Lusardi, 1996; Warneryd, 1999). Conversely, saving in psychological context is referred to the process of not spending money for current period in order to be used in future (Warneryd, 1999). In other word, saving behavior is the combination of perceptions of future needs, a saving decision and a saving action. On the other hand, people are likely to define saving as investing, putting money in a bank account, speculating and paying off mortgages (Warneryd, 1999).

Saving can be performed through formal instrument as well as Informal saving where the community members save money for specific purposes. The most common examples are Rotating Savings and Credit Association (ROSCAs) and Accumulated

Savings and Credit Association (ASCAs). The former works in a way that each members of the group make monthly deposits and then giving the whole monthly sum to one member of the group. The recipient of the monthly sum is based on a predetermined rotation, ensuring each participant will eventually receive a large payout. The later one require group member regular contribution but instead of rotation payouts, the group fund is used to make loans that are paid back with interest. After a certain period of time, the group fund and its proceeds from interest are paid back to the original members.

2.2 Life-Cycle Hypothesis

The life cycle hypothesis was developed by Franco Modigliani in 1957. The theory states that over the course of a lifetime, people save when their income is higher than consumption before retirement and consume their saving after retirement. LCH presumes that individual base consumption on a constant percentage of their anticipated life income. Moreover, this predicted pattern is not found by many empirical studies even for several Western Countries. According to empirical research by Love et al. (2009) and Poterba et al (2011), median wealth holdings rise in retirement for retirees. These findings hold for different measures of wealth including financial as well as non-financial assets. Other institutional settings such as Netherlands (Alessie et al 1999) and Germany (Borsch-Supan 1992) also found similar findings.

Despite much researches on the life cycle hypothesis, there has remain controversial about whether elderly save or dissave. Some (Notably Mirer 1979) have argued that the nature of rising or slowly declination of wealth after retirement makes LCH model inconsistent. Whereas, other (such as Davies 1981) stated that in view of uncertainty concerning life span, one cannot base a formal test of life cycle hypothesis alone.

Nevertheless, The life cycle model can be extended in several directions and provide a more realistic description of the saving behavior of the elderly.

2.3 Influential Factors on Saving Behavior

Lifespan Uncertainty (Yaari (1965 & Davies (1981), Intentional Bequests Hurd (1989), Mc Garry (1999), Dynan et al. (2002), Health Status Jones (2015), Self

Control (Baumeister, 2002) are determined factors of to identify the influence of saving behavior on retirement.

2.3.1 Life span uncertainty,

The affect of Life span uncertainty on saving behavior of retirees have been cited in the literature ((Yaari (1965) and Davies (1981)). The author claimed that if individuals are uncertain about their remaining lifetime, this might result in a slower decumulation of wealth. The researcher also stated that risk averse individuals seek to safeguard themselves from outliving their assets in case they become very old. Risk-averse individuals respond more cautiously to variations in mortality risk. They consume less at the start of retirement and hold more wealth at every age against the risk of living very long-ending up with little more than their annuity income.

Precautionary savings for illness is an important motive for retirees to save. This might also explain the slow rates of decumulation among the elderly. The amount of risk that the elderly face in case of illness depends on the coverage of health insurance and the availability of social insurance programs. The importance of uncertain health expenses for saving in old-age was first examined by Kotlikoff (1989). The researcher shows that partial insurance for severe health problems, such as a prolonged stay in nursing home, is an important reason for middle and upper income households to save. For low-income households, the relatively high costs of medical care in conjunction with the availability of social insurance programs such as Medicaid in the US reduce precautionary savings. These programs secure a subsistence level of consumption for individuals with high out-of-pocket medical expenses. The programs do require individuals to first run down assets, to become eligible. Finkelstein et al.(2013) provide empirical evidence that the marginal utility of consumption is lower among individuals with chronic diseases compared to their healthy counterparts. This is consistent with the empirical observation that wealth holdings of the elderly increase with age in countries with comprehensive health insurance coverage; see e.g. Börsch- Supan and Stahl (1991) and Alessie et al. (1999) for German and Dutch evidence on this issue.

2.3.2 Intentional Bequests

Hurd (1989) formulates a life-cycle model with intentional bequests. This contrasts with accidental bequests that arise in a model with mortality risk. An

intentional bequest motive reduces consumption at the start of retirement and leads to a lower level of consumption in retirement such that more wealth is held at every age. Empirical evidence by McGarry (1999) indicates that lifetime transfers are important for US families. Many people state that they expect to leave a bequest, and a significant portion of the children receives an inheritance (c). Savings for precautionary reasons will ultimately be bequeathed if no unforeseen events occur (Dyner et al. 2002). Thus, savings serve a dual role and the importance of both motives cannot be distinguished without additional information.

2.3.3 Health Status

A survey was done by Mariacritina De Nardi, Eric French and John B. Jones (2015) in Massachusetts, USA to prove that uncertain lifespan, uncertain health medical spending and bequest motive are the determinants of saving behavior after retirement. The survey use primary data from the assets and health dynamics of the oldest old (AHEAD) dataset which is part of health and retirement survey(HRS) conducted by University of Michigan. The researcher used data starting in 1996.

The literature suggested that uncertainty and heterogeneity in the length of life and medical spending, along with bequest motives are important to understanding the slow decumulation of retirement wealth.

In 2015, Raun van Ooijen, Rob Alessie and Adrian Kalwij made and published a survey in Netherlands to provide descriptive analysis of saving behavior by Dutch elderlies. The researcher use primary data from Statistics Netherlands to provide descriptive evidence. The data from Dutch income panel (IPO) are used for all the data except health status which is used by merging data from Hospital Discharge Register (LMR) and IPO. The primary data are collected from 9280 persons of age 65 and above.

2.3.4 Self Control

Self-control is the ability to identify and regulate one's emotions and desires. It is characterized by the exertion of will, self-discipline, and ability to delay gratification (Baumeister, 2002).

In research of Esenvalde (2010) has provided empirical evidence that selfcontrol was positively associated with saving behaviour. The author claimed that self-control is a very solidly and uniformly factor used to explain saving behaviour. In

this research, snowball sampling method has been adopted and survey questionnaires were mailed to target respondents.

Primary data were collected from 272 employees with regular incomes in the United States. According to Lim, Sia, and Gan (2011), there is a significant impact of self-control on saving behaviour. This study was conducted in Malaysia whereby 500 survey questionnaires were distributed to participants who aged above 21. In this study, the researchers found that ability of individual to maintain self-control for saving depends on the strength of two opposing forces known as desire and willpower. The finding shows that people are more likely to save if they are able to control themselves via implementing sound budgeting and economic cost assessment.

In the study of Otto (2009) which is aimed to investigate the measures that enhance our understanding and predict saving during adolescence. Yet, the paper also studied on whether the adolescent likes spending a lot or finds it difficult to resist temptation. From the research, it was found that conscientiousness was associated with positive saving attitudes (Nyhus, 2002) and financial self-control (Warneryd, 1996).

2.4 Conceptual framework of the study

According to ((Yaari (1965) and Davies (1981)) , individuals might slower dissimulation of wealth if they are uncertain about their remaining lifetime. And the risk averse individuals ensure to prevent themselves from outliving their assets in case they become very old.

The relation between health status and saving behavior of retiree is supported by Finkelstein et al.(2013) and the researcher provided empirical evidence that the marginal utility of consumption is lower among individuals with chronic diseases compared to their healthy counterparts.

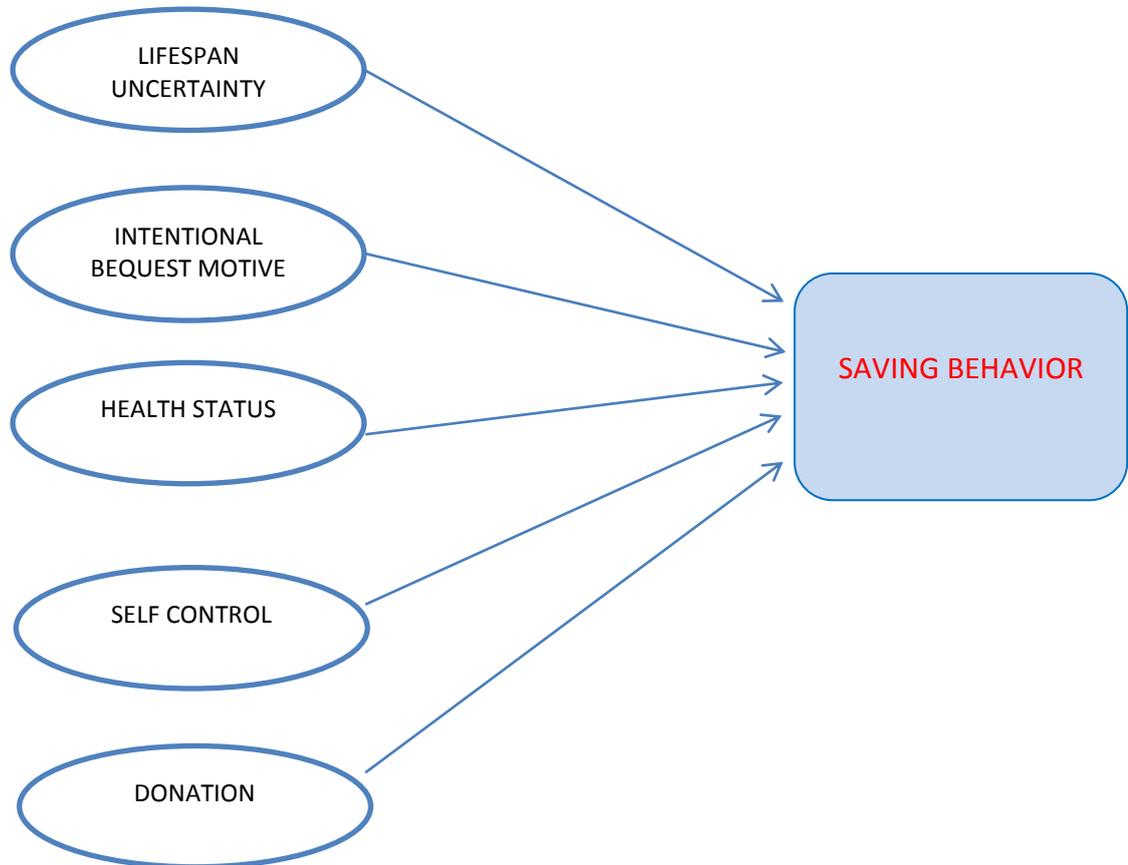
Hurd (1989) formulates a life-cycle model with intentional bequests and correlation to saving and spending of retirees. The author proved that intentional bequest motive reduces consumption at the start of retirement and leads to a lower level of consumption in retirement such that more wealth is held at every age.

Relationship between saving behavior of individuals and self control can be found in many studies. Self-control is the ability to identify and regulate one's emotions and desires. It is characterized by the exertion of will, self-discipline, and ability to delay gratification (Baumeister, 2002).

Unlike other countries, Most people in Myanmar are religious and strongly believe in donation as being part of human life. Making large sum of donation in the later life is commonly practiced among the people.

Figure 2.1 Conceptual Framework of the Study

Conceptual framework



Source: Raun van Ooijen, Rob Alessie, Adriaan Kalwij (2005)"

The framework is formulated to explain the relationship of the independent variables (Lifespan Uncertainty, Intentional Bequest Motive, Health Status, Self Control, Donation and dependent variable (Saving Behavior).

CHAPTER III

ANALYSIS ON SAVING BEHAVIOR OF THE PENSIONERS IN HLAING TOWNSHIP

Demographic profile of respondents in terms of background information is relating to the personal characteristic of the retirement saving behavior in Hlaing Township (MEB Kamayut Branch).

3.1 Demographic Profile Respondents

Gender, Age, Marital Status, Education Level, Retired Position, Current Employment, Housing Status, Family Size, Monthly Income and Monthly Saving are used as profile data of respondents. All the data obtained from the questionnaires collected are interpreted and summarized in average and percentage distribution and illustrated in pie chart.

Respondents by Gender

The respondents are not only males, but also females. Table (3.1) and Figure (3.1) show the gender of respondents.

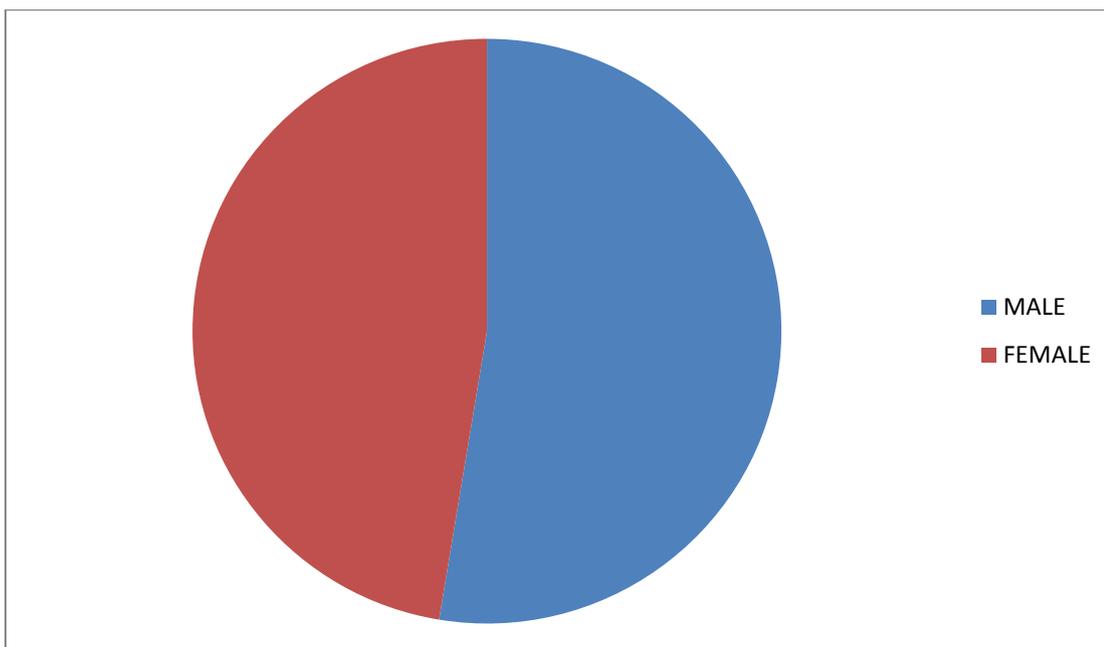
Table (3.1) Respondents by Gender

Category	Number of Respondent	Percentage
Male	79	52.6
Female	71	47.4
Total	150	100

Source: Survey data, June 2019

As shown in Table 3.1 and Figure 3.1, the sample consists of 52.6% males and 47.4 % females. It can be observed those male groups are more than female group.

Figure (3.1) Respondent's Gender



Source: Survey date, June 2019

Respondents by age group

Age groups are classified into four groups between 60-64,65-69,70-74 and 75 and above.

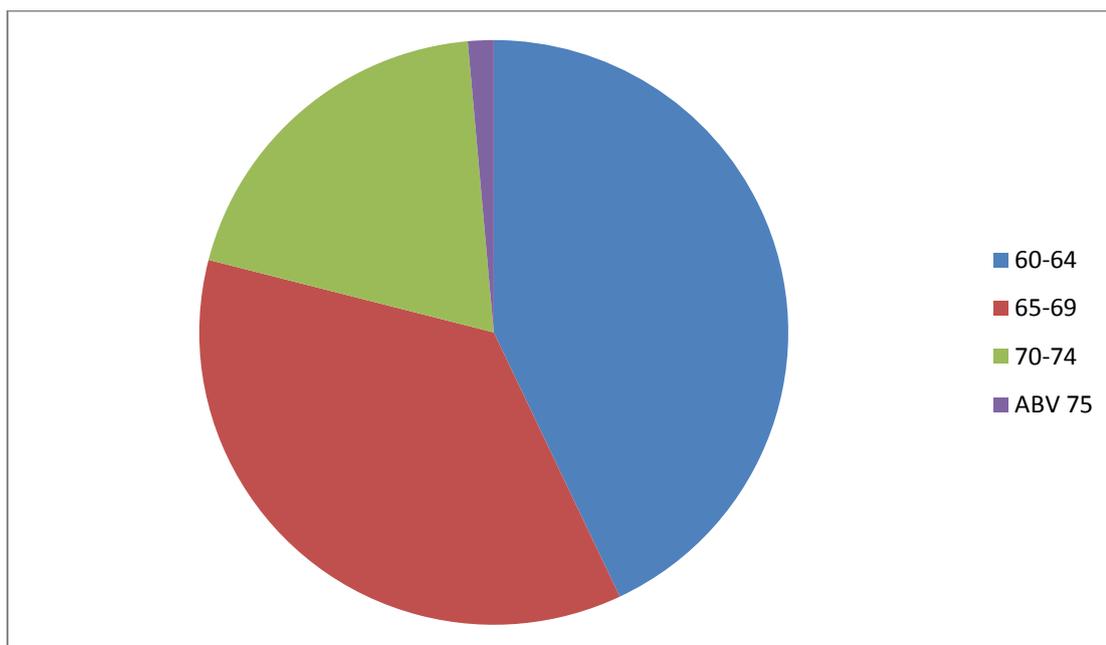
Table (3.2) Respondents by Age

Age (in year)	Number of Respondent	Percent
60-64	55	36.6
65-69	46	30.7
70-74	25	16.7
75 and Above	24	16
Total	150	100

Source: Survey data, June 2019

Ages of respondents are classified into four groups. As shown in table 3.2, they illustrate among 150 respondents, the highest percentage is 36.6% which is between 60 and 64 years old. Second highest group is 30.7% which is between 65 and 69 years old. The Third highest group observed that 16.7% which is between 70 and 74 years old. In addition, this mature level of age group above 75 years has saving behavior.

Figure (3.2) Respondents by age group



Respondents by Marital Status

Marital Status is divided into three categories, single, divorced /Widowed and married. Marital status of target respondents has been surveyed for this study. This is showed in the following table (3.3) and figure (3.3).

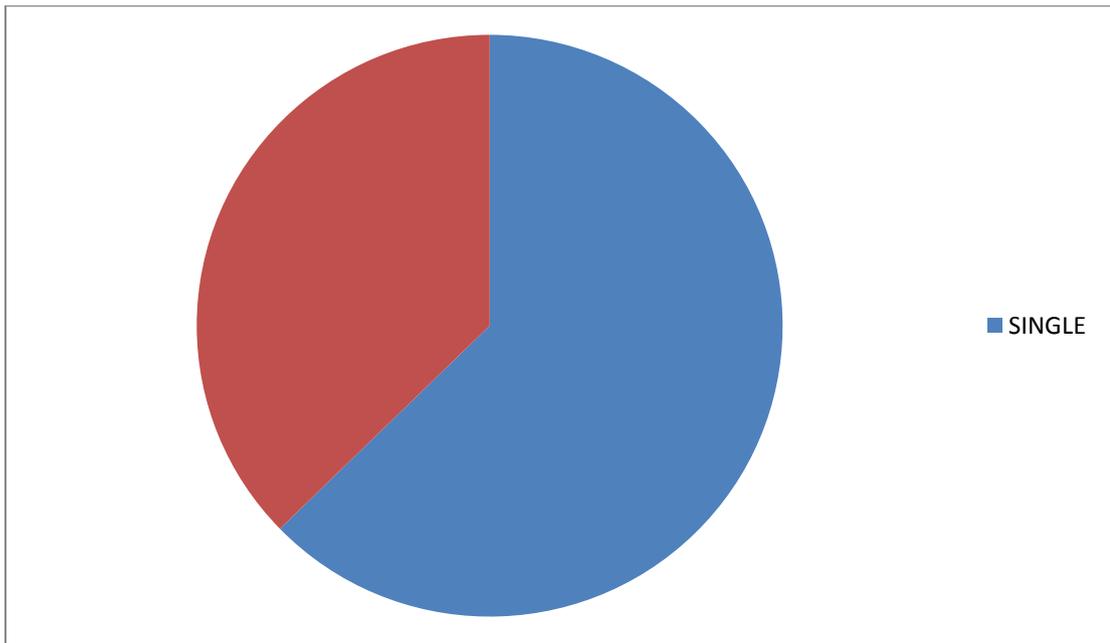
Table (3.3) Respondents by Marital Status

Category	Number of Respondent	Percentage
Single	94	62.7
Married	56	37.3
Total	150	100

Source: Survey data, June 2019

In terms of percentage , Single respondents have the larger share with 62.7 % and the married respondents with 37.3% .

Figure (3.3) Respondent's Marital Status



Source: Survey data, June 2019

Respondents by Educational Level

Table (3.4) presents the distribution of education levels of respondents. There are four education levels among the respondents in the sample : Diploma, Under Graduate, Graduate and Postgraduate.

Table (3.4) Respondents by Education Level

Education Level	Number of Respondent	Percent
Diploma	30	20
Under Graduate	87	58
Post Graduate	33	22
Total	150	100

Source: Survey data, June 2019

The education levels of respondents can influence on the knowledge of financial literacy. According to the table 3.4% , Diploma respondents are 20%, under graduate respondents are 58 % and post graduate respondents are 22 %. Therefore, the dominant groups are undergraduate level.

3.2 Respondents Profile Related with Saving Behavior

Respondent's Position Level, Family Member, Housing Status, Monthly Income Level, Monthly Saving Amount, Reason of Saving are dependent variable of Saving Behavior.

Respondents by Position Level

When the selected respondents are asked about their occupation, results are shown in the following table (3.5) and Figure (3.5).

Table (3.5) Respondent by retired position

Position Level	Number of Respondent	Percent
Executive Level	35	23.3
Manager	50	33.4
Supervisor	35	23.3
Operation Staff	30	20
Total	150	100

Source: Survey data, June 2019

There are four category of position level in survey questionnaire : Manager, Executive officer and Supervisor and Operation Staff. Table 3.5 and figure 3.3 show that the position level of the respondents of the current research. It is illustrated that 23.3 % are executive level, 33.4% are manager, supervisor 23.3% and 20% are operation staff.

Respondents by Current Employment

The respondents are not only currently employed but also unemployed as shown in table and figure.

Table (3.6) Respondent by current employment

Employed/ Unemployed	Number of Respondent	Percent
Employed	45	30
Unemployed	105	70
Total	150	100

Source, Survey data, June 2019

Respondent by Housing Status

Table (3.7) presents the distribution of housing status of respondents as owner, renter and other.

Table (3.7) Respondent by housing status

Category	Number of Respondent	Percent
Owner	90	60
Renter	30	20
Other	30	20
Total	150	100

Source: Survey data, June 2019

In term of percentage, home owner have the larger share with 60% than the renter respondents with 20% and other status is 20% . Other status means that some are live with parents and some are lived with relatives. It is found that 60% is home owner, and 20 % are renter and 20 % are other, According to the survey, Home owner are more likely to save than renter and other.

Respondent by Family Size

The family size of respondents are grouped as 1, 2-4, 5-7 and above 8.

Table (3.8) Respondent's by family size

No, of Family Member	Number of Respondent	Percent
1	15	10
2-4	49	32.7
5-7	80	53.3
Above 8	6	4
Total	150	100

Source: Survey data, June 2019

There are four category of the respondent's family size in survey questionnaire : only one, two to four, five to seven and above 8. It is illustrated the 32.7% have two to four family member,53.3% have five to seven and above 8 with 4% and remaining 10% are only one family member.

Respondent by Income Level

Monthly income of respondents are different and grouped into 4 categories. Table 3.9 and figure 3.9 depicts the distribution of monthly income level.

Table: (3.9) Respondent by monthly income level

Income level(in Kyats)	Number of Respondent	Percent
100000-300000	65	43.3
300000-500000	50	33.3
Above 500000	35	23.4
Total	150	100

Source: Survey data, June 2019

As commonly found, the majority of respondents earn lower income while a small group of respondents earn higher income. Table (3.10) illustrate the income level of respondents per month. The first income level is above 1-3 Lakhs with 43.3% respondents and the second income level is between 3-5 Lakhs with 33.3% respondents and third income level is above 5 lakhs with 23.4%.

Analysis on the determinants of retirement saving behavior in Hlaing Township (MEB, Kamaryut branch)

Respondent by monthly saving amount

In this study, approximate monthly average saving amount is broadly divided into four level . Table (3.10) and figure (3.10) shows the distribution of saving amount level of respondents.

Table (3.10) Respondent by monthly saving amount

Saving Level(in Kyats)	Number of Respondent	Percent
50000-100000	30	20
100000-300000	85	56.7
ABOVE 300000	35	23.3
Total	150	100

Source: Survey data, June 2019

Table (3.10) illustrates the saving level of respondents per month. The highest saving level is under 50000 kyats with 0% respondents and the second highest saving level is between 50000 and 100000 kyats with 20 % respondents, The third level is between 100000-300000 respondents are 56.7% and above 300000 respondents are 23.3%.

In conclusion, demographic profile of respondents have different varieties and backgrounds.

3.3 Saving Behavior of Pensioner

Saving maybe in the form of financial or non financial.

Table (3.11) Respondent mode of saving

Saving mode(Financial)	Number of Respondent (Total)	Number of Respondent	Percent
Bank deposit	150	135	90
Loans	150	30	20
Cash	150	143	95.3
Saving mode(Non Financial)	Number of Respondent (Total)	Number of Respondent	Percent
Gems and jewelry	150	145	96.6
Land/house	150	147	98
Consumer durable	150	75	50
Others	150	60	40

Source: Survey Results June, 2019

Most of the pensioner have fixed assets saving as Land/House with 98% of total number while only 20% of retirees give loans as a way of saving.

CHAPTER IV
DETERMINANTS OF THE SAVING BEHAVIOR OF
PENSIONERS IN HLAING TOWNSHIP
(MEB KAMAYUT BRANCH)

This chapter depicts the examination of determinants of saving behavior of pensioners in MEB bank, Kamaryut branch by using Descriptive analysis and Inferential Analysis. The results of the test are elaborately discussed in this chapter. This analysis has been carried out for the entire sample of 150 correspondents collected in the MEB bank, Kamayut branch. The study selected five independent variables such as lifespan uncertainty, intentional bequest motive, health status, self control and donation with Saving behavior as dependent variable. All variables are measured via five-point Likert scale.

4.1 Research Design

This is an explanatory study of the determinants of saving behavior among retired persons in Hlaing Township, Yangon, Myanmar. Qualitative method is employed by researcher as the empirical assessments consist of numerical measurement and analysis. In the perspective of time zone, the research can be classified as cross-sectional study where data were collected on one month of June, 2019. The research has followed a deductive approach by conducting the research based of existing theories and researches to test the relationship between Retirees' saving behavior and the five factors (Lifespan Uncertainty, Intentional Bequest Motive, Health Status, Self-Control and Donation).

In the Descriptive Analysis, Mean is used to measure the central tendency while Standard Deviation is used to test the variability of the data.

Pearson Correlation and Multicollinearity test are used as the Inferential analysis to test the relationship between variables.

4.2 Life-span Uncertainty

Eight questions are used to measure the influence of Life span uncertainty on Saving Behavior. The higher score indicates lower level in life span uncertainty and vice versa.

Table 4.1 Central tendency level for the life span uncertainty of retirees

Eight questions are used to measure the influence of life span uncertainty and the higher score means more positivity to live longer life and the lower means the less.

Central tendency level for life span uncertainty.	Mean	Std. Deviation
Do regular physical exercise to keep fit.	3.62	.93799
Perform mental exercise such as meditation keep stress free.	3.41	.95669
Have health awareness.	3.56	.68031
Perform regular medical check-up.	3.76	.63118
Have the habit of being positive.	3.88	.67476
Believe that biological age is true age than calendar age.	3.84	.89802
Have believes in latest health technology.	3.76	1.25682
Have strong mentality.	4.04	.90398
Overall Score	3.73	.33022

Source: Survey Results June, 2019

Table 4.1 shows that having strong mentality has the greatest mean score of 4.04 which means survivor mentality influence greatly on positivity of their life span while regarding of performing mental exercise has the lowest means score of 3.4133. The lowest score of Standard Deviation is getting regular medical checkup while the highest is the believe in the latest technology of medical science.

4.3 Intentional Bequest Motive

Five questions are used to measure the influence of Intentional bequest motive and higher score means more willingness to leave bequest.

Table 4.2 Central tendency level for intentional bequest motive

Central tendency level for intentional bequest motive.	Mean	Std. Deviation
Value the tradition of leaving bequest.	3.76	.78304
Have strong intention to leave inheritance.	3.77	.66702
Have made an official family planning to leave bequest.	3.61	.86534
Believe the children will need the bequest more than themselves.	3.82	.77500
Have plan to give the inheritance while they are still alive.	3.64	1.05729
Overall Score	3.72	.46214

Source: Survey Results June, 2019

Table 4.2 shows that my having strong intention to leave inheritance has the highest mean score of 3.7733 which indicates the statement has the greatest impact on the intentional bequest motive whereas an official family planning to leave bequest has the lowest score of 3.6133. The highest score of standard deviation is intention to give the inheritance while they are still alive whereas the lowest is having strong intention to leave inheritance.

4.4 Health Status

The influence of health status is measured by using five questions. The higher score means the healthier person and vice versa.

Table 4.3 Central tendency level for health status.

Central tendency level for health status.	Mean	Std. Deviation
Have chronic health problem.	4.24	.76571
Have only minor health problem.	3.56	1.02636
Have major health problem.	3.68	.75369
Have weak feeling of current health status.	3.60	.88234
Prone to get ill.	3.58	1.10025
Overall Score	3.73	.49081

Source: Survey Results June, 2019

Table 4.3 depicts that the highest mean score of 4.24 is represented by the statement of Having chronic health problem and it can be interpreted as the statement is the most influential factor of health status. The lowest mean score of 3.56 is gained with the statement of I have only minor health problem. The highest Standard Deviation score is Prone to get ill while the lowest is I have major health problem.

4.5 Self-Control

Four questions are set up to measure the influence of self-control on the saving behavior of retirees. Higher mean score indicates lower self-control and vice versa

Table 4.4 Central tendency level for Self-control.

Central tendency level for self-control.	Mean	Std. Deviation
Have difficulty to save.	3.77	.82857
Prefer to consume instead of saving.	4.06	.97393
Doesn't have control over spending.	3.93	.93167
Never achieve saving goals.	3.62	.79888
Overall score	3.85	.54342

Source: Survey Results June, 2019

Four statements of Self-control are shown in Table 4.4. The highest mean score of 4.0667 falls on the respondents who prefer enjoying my entire life saving by

myself and the lowest mean score of 3.6267 falls on respondents who rarely achieve their own saving goals. The highest Standard Deviation score is Prefer to consume instead of saving while the lowest is Never achieve saving goal.

4.6 Donation

The influence of donation is measured by using five questions. The higher the score, the more willingness to do large sum donation in the future.

Table 4.5 Central tendency level for Donation.

Central tendency level for donation.	Mean	Std. Deviation
Have believes in donation for after lives.	3.48	1.13941
Believe to save for donation.	3.98	.72340
Prefer lump sum donation than small regular one.	3.77	.94937
Believe in helping least fortunate persons.	3.65	.64493
Have plan for future donation.	4.00	.78578
Overall score	3.77	.45710

Source: Survey Results June, 2019

Four statements of donation are shown in table 45. The highest mean score of 4.0 falls on the respondents who have plan for future donation and lowest score of 3.48 falls on respondents who have believes in donation for later lives. The highest Standard Deviation score is having believes in donation for after lives and the lowest is giving to least fortunate people.

Table 4.6 Overall Mean Score of Influencing factors.

Influential factors	Overall Mean
Life span uncertainty	3.73
Intentional bequest motive	3.72
Health status	3.73
Self-control	3.85
donation	3.77

Source: Survey Results June, 2019

According to table 4.6, highest overall mean score falls on self-control and second highest is donation and followed by life span uncertainty, health status and intentional bequest motive respectively.

4.8 Saving Behavior

Meanwhile, this study also employs a five- point Likert scale to measure the saving behavior of the respondents. The respondents were asked to rate on the statements that describe their saving behavior. A higher scale demonstrates the respondents practices effective saving behavior and vice versa.

Table 4.7 Central tendency level for Saving Behavior.

Central tendency level of Saving Behavior.	Mean	Std. Deviation
Have habit of saving regularly.	3.81	.56028
Have Land/House/Apartment as saving.	4.06	.80824
Never perform unnecessary spending.	4.05	.83374
Follow a monthly budget carefully.	4.34	.74173
Keep gems and jewelry as saving.	4.16	.78646
Give informal loans to trustworthy persons as saving.	4.24	.80000
Have saving to bank deposit.	4.14	.70840
Have automobile or machineries as a way of saving.	4.30	.71369
Overall score	4.14	.39942

Source: Survey results June, 2019

Table 4.7 demonstrate that the respondents who follow monthly budget carefully have the highest mean score of 4.3467 whereas saving regularly have the lowest mean score of 3.8133. Highest Standard deviation score is never perform unnecessary spending whereas lowest is having saving at bank.

4.2 Correlation analysis on Influencing factors of Saving Behavior and multicollinearity

Pearson correlation is a statistical test that necessary the strength of the relationship between two numerical data variables (Saunders et al., 2009).

In this study, to identify the relationship of selected demographic variables, (i.e, Position Level, Family Member, Housing Status, Average Monthly income and saving amount) with Saving Behavior among retired person in Hlaing Township (MEB Kamayut Branch) and to measure the relationship of independent variable and dependent variable is measured via Pearson Correlation. The significance level is 0.05 in the Pearson Correlation test, which means there is 95% of confidence level. Therefore, the hypotheses only can be accepted if the significant p-value is less than 0.05 (Malhorta, 2010).

Table 4.8 Pearson Correlation Analysis of Determinants of Saving Behavior and Multicollinearity.

Correlations							
		Life span Uncertainty y	Intentional bequest motive	Health status	Self- control	Donation	Saving Behavior
Life span Uncertainty	Pearson Correlation	1	.338	.311	-.050	-.018	.377
	Sig. (2-tailed)		.000	.000	.543	.830	.000
	N	150	150	150	150	150	150
Intentional bequest motive	Pearson Correlation	.338	1	.344	.288	.079	.267
	Sig. (2-tailed)	.000		.000	.000	.339	.001
	N	150	150	150	150	150	150
Health status	Pearson Correlation	.311	.344	1	.297	.290	.189
	Sig. (2-tailed)	.000	.000		.000	.000	.021
	N	150	150	150	150	150	150
Self control	Pearson Correlation	-.050	.288	.297	1	.481	.263
	Sig. (2-tailed)	.543	.000	.000		.000	.001
	N	150	150	150	150	150	150
Donation	Pearson Correlation	-.018	.079	.290	.481	1	.311
	Sig. (2-tailed)	.830	.339	.000	.000		.000
	N	150	150	150	150	150	150
Saving Behavior	Pearson Correlation	.377	.267	.189	.263	.311	1
	Sig. (2-tailed)	.000	.001	.021	.001	.000	
	N	150	150	150	150	150	150

Source: Survey Result June, 2019

According to table 4.8, all the independent variables have positive association with dependent variable. Saving Behavior has the strongest relationship with Life-Span Uncertainty($r=0.377$), followed by Donation($r=0.311$), Intentional Bequest Motive($r=0.267$) and Self-Control($r=0.263$). The weakest relationship is with Health Status($r=0.189$).

Table 4.8 also depicts the inter-correlations among the independent variables in the study. Since the significance p-value of Donation and Life-Span Uncertainty, and Donation and Intentional Bequest Motive are greater than 0.05, Donation is deemed independent from Life-Span Uncertainty and Intentional Bequest Motive (no correlation). Meanwhile, Donation and Self-Control have the highest absolute value of inter-correlations of 0.481. Given that all the inter-correlations between each independent variable are less than 0.90, we can conclude that there is no multicollinearity exists among various constructs in the measurement model.

In conclusion, all of the independent variables have strong relationship with dependent variable while multicollinearity between each independent variable is very weak which results in conducive to make relation of all the independent variables with dependent variable.

CHAPTER V

CONCLUSION

This chapter is made up of three parts. The first part is about the findings which represents why the study was conducted, what aspect of the problem were considered and what the outcome was. The findings of demographic factors and the results of opinion on saving behavior of retirees in Hlaing Township (MEB Kamaryut branch). The second part explains the recommendations and suggestions and the last part is for further study.

In summary, the objective of this study is to study the saving behavior of retiree in Hlaing Township (MEB Kamaryut Branch). The questionnaire surveys were conducted to retirees in this study and explore their saving behavior with respect to the independent and dependent factors. The total of 150 sets of questionnaire survey were conducted to the respondents and the data is processed via SPSS. The reason for doing so is to ensure the quality of data to be of higher standard. During the process, careful operation of checking, editing, coding and transcribing are performed. Moreover, each questionnaires are reviewed in the very beginning to verify the completeness and if any of them is found unacceptable, the questionnaire set is discarded.

5.1 Findings

The number of male respondents is only slightly more than female and majority of age group is 60 to 64. The most of them are widowed or divorced. The largest portion of them have the educational level of undergraduate. The majority of them were retired as manager level. The number of respondent who currently have jobs is greatly preceded over the unemployed persons. All of them have other source of income than the pension. Most of them answered that they are the home owners. The major group of the size of family among the respondent is 3 to 5. Most of them have the monthly income of 3 to 5 lakhs and saving of 1 to 3 lakhs.

There is a positive correlation between independent variables (Life-Span Uncertainty, Intentional Bequest Motive, Health Status, Self Control and Donation) and dependent variable which is Saving Behavior. The finding shows that Life span uncertainty has the relationship with saving behavior. In contrast, health status has the weakest relationship.

There is a significant evidence to conclude that life span uncertainty has a significant relationship with saving behavior of retirees in Hlaing Township (MEB Kamaryut branch). This finding indicates that retirees with lower level of life span uncertainty tends to save more as they wants to make sure they don't outlive their own saving.

Moreover, in the finding, donation has the positive association with saving behavior. This proves that respondent tends to save more when there is an intention to donate.

The finding also proves that there is a positive relationship between intentional bequest motive and saving behavior which means having intentional bequest motive likely to save more.

Furthermore, it can be concluded from the finding which states a positive relationship between self-control and saving behavior that individual with better self-control will be likely to save more.

Lastly, health status and saving behavior has the positive relation which can be concluded that having better health status tends to save more.

5.2 Recommendation and suggestion

In order to obtain good saving behavior and to enhance the better results of the research, the recommendation and suggestion will be presented after the result findings.

This research has provided the finding on how each factor can influence the saving behavior of retirees. If the individuals are not practicing good saving behavior, they may encounter financial difficulties in their later lives which would be extremely difficult for them unlike youngsters. Thus, the researcher believes that this study can provide practical implications to retail banks and policy makers by identifying the determinants of saving behavior after retirements.

This study will help retail banks to gain better understanding on the determinants of saving behavior after retirement in Myanmar and hopefully find it useful to discover new opportunities for acquiring these groups of people as their prospective customers. Ultimately, retail bank can develop financial products or service which suits the needs and preference of retirees so as to match or achieve their expectation.

The finding of the study will also be useful for policy maker. Since the life span uncertainty is important for retirees to maintain an effective saving behavior, educating the retirees on life span uncertainty will make retiree to save more.

In analytical point of view, given the study is insufficient to explain all the systematic variance, future researches are recommended to comprise the mediating factors to better explain the relationship between independent variables and dependent variable.

5.3 Needs for future research

This study has pointed out several direction for the future research. It can be said that large sample size is more likely to be representative and the sample mean is more likely to equal the population mean by according to law of large number. Therefore, further study should draw a larger sample size to generate more accurate and representative data.

In a nutshell, it is essential for conducting future study on determinants of saving behavior after retirement because saving of retirees is vital for the country as well as the retirees.

REFERENCES

1. A jzen I. (1991), “ the theory of planned behavior ,” *Organizational Behavior and Human Decision Processes*.
2. A inslie. G. (1975), Specious reward: “ A behavioral theory of impulsiveness and impulse control, *Psychological Bulletin*”,
3. Besheare, J. Choi, J.J., Laibson , D Madrain , B.C and Mikma, KL (2010) ,” The effect of providing peer information on retirement saving decisions”, California: Stanford University.
4. Jankowicz, A.D (2005) “Business Research Projects (4th ed.)” London: Thomson Learning.
5. Lusardi, A. (2008) “Household Saving Behavior”. The Role of literacy, Information and Financial Education Programs, NBER Working Paper, No 13824
6. Peter H. Strum ,”Determinants of Saving Theory and Evidence”
7. Zikmund W.G (2003), “Business research methods (7th ed)”. South Western Publishing.
8. Tooth R J (2006) “Relative Position and Saving Behavior “Sydney: The University of New South Wales.
9. Raun van Ooijen, Rob Alessie, Adriaan Kalwij (2005)"Saving Behavior and portfolio Choice After Retirement" *De Economist*, volume 163

**MASTER OF BANKING AND FINANCE PROGRAMME
FINAL YEAR PROJECT**

**Determinants of Retirement Saving Behavior
(A Case Study in Haling Township)**

Survey Questionnaire

Dear Respondents,

We are final year graduate students of Master of Banking and Finance Programme, from Yangon University of Economics (YUE). The purpose of this survey is to exam if the saving behavior of Retirement in Hlaing Township can be determined by factors such as Lifespan Uncertainty, Intentional Bequest motive, Hearth Status & Self Control.

Thank you for your participation.

.....

Instructions:

1. There are Two (2) sections in this questionnaire. Please answer ALL questions in ALL sections.
2. Completion of this form will take you approximately 10 to 15 minutes.
3. Please feel free to share your comment in the space provided. The contents of this questionnaire will be kept strictly confidential.

Section A : Demographic Profile

Please indicate in the appropriate information about yourself. Each question should only have ONE answer. All responses are strictly confidential.

1. Gender
1.male 2.female
2. Age group
1. 60-64 2. 65-69 3. 70-74
4. 75 & above
3. Marrital status
1.never married 2. Widowed/divorced 3. Married
4. Educational level
1. Diploma 2. Undergraduate 3. Postgraduate
5. Retired position
1. Executive level 2.Manamger 3. Supervisor
4. Operation staff
6. Current employment
1. Employed 2. Unemployed
7. Source of income other than pension
1. Yes 2. No
8. Housing status
1. Home owner 2. Renter 3. Others
9. Family size
1. Alone 2. 2-4 3. 5-7
4. Above 8
10. Monthly income level
1. <100,000 2. 100,000-300,000 3.300,000-500,000
4. Above 500,000
11. Monthly saving level
1. <50,000 2.50,000-100,000 3.100,000-300,000
4.above 300,000
12. Have deposit at Bank
1.Yes 2.No
13. Have Informal Saving
1.Yes 2.No

14. Have saving as cash in hand.

1.Yes 2.No

15. Have gold, gems or jewelry as saving.

1.Yes 2.No

16. Own land or house.

1.Yes 2.No

17. Have consumer durable such automobile or machinery.

1.Yes 2.No

Section B : Saving Behavior (Independent and Dependent Variables)

Please circle your answer to each statement using 5 point Likert scale [(1) = strongly disagree ; (2) = disagree; (3) neutral ; (4) agree and (5) = strongly agree]

Lifespan uncertainty

No	Questions	Strongly disagree	Disagree	Neutral	Agree	Strongly agree
1	I do regular exercise.					
2	I am yoga or meditation practitioner.					
3	I look after my health very well.					
4	I do regular medical check up.					
5	I don't think of any negative thoughts.					
6	I agree with the fact that age is just numbers.					
7	I believe that with the latest technology of medical science these days, people can live very long life.					
8	I have survivor mentality and i will definitely be living at least 10 more years.					

Intentional bequest motive

No	Questions	Strongly disagree	Disagree	Neutral	Agree	Strongly agree
1	I believe parents should leave bequest.					
2	My children deserve to have my inheritance.					
3	I have already made a plan to leave bequest.					
4	My children will need my bequest.					
5	I would be happy to see my children enjoying my bequest.					

Health status

No	Questions	Strongly disagree	Disagree	Neutral	Agree	Strongly agree
1	I have chronic health problem.					
2	I have only minor health problem.					
3	I have major health problem.					
4	I am feeling unwell all the time.					
5	I get ill quite often.					

Self-control

No	Questions	Strongly disagree	Disagree	Neutral	Agree	Strongly agree
1	Saving is too hard for me.					
2	I prefer enjoying my entire life saving by myself.					
3	I always fail to control myself from spending money.					
4	When i set saving goals to myself, i rarely achieve them.					

Donation

No	Questions	Strongly disagree	Disagree	Neutral	Agree	Strongly agree
1	I do love our culture of making lump sum donation in our later life.					
2	I have already planned for donation.					
3	I prefer lump sum donation rather than giving away small amount regularly.					
4	i do believe people should give to least fortunate people					
5	I would be so happy to donate large sum in the future.					

Saving behavior

No	Questions	Strongly disagree	Disagree	Neutral	Agree	Strongly agree
1	I do save regularly.					
2	I have land/house/apartment as saving.					
3	I make sure myself if the thing i am going to buy is really necessary or not.					
4	I always follow a monthly budget carefully.					
5	I try to buy and keep gems and jewelry as saving.					
6	I give informal loans to trustworthy persons as saving.					
7	I save to the bank via bank deposit for future.					
8	I have automobile or machineries as a way of saving.					